

Business Development Representative – Cambridge, MA

FrontStream is looking for a **Business Development Representative** to join our Cambridge sales team.

The role of Business Development Representative (BDR) will be critical to the growth of Frontstream in 2017. Tasked with identifying, qualifying and aiding in the closing of new accounts, the position has tremendous growth potential selling SaaS tools at the crossroads of social good and technology.

Ideal candidates for this position are individuals who are looking to have a positive community impact through their professional careers. FrontStream works with thousands of charities throughout the U.S., Australia and Canada, providing online tools to increase both efficiency and maximize fundraising potential. This position would be the first step in our career-progression plan, which would include working directly with our existing clients on the Renewal Sales Team, selling new products to small-to-medium sized organizations and finally closing out large, five-and-six figure deals to both corporate and nonprofit partners. Once graduated from our BDR Team, commission potential is uncapped.

Some of the things we are looking for in our next sales rock-star include:

Tenacious Work Effort: Take pride in being the first one in and the last one out of the office. The more opportunities you create, the more both you and the business wins

Puzzle Solving: Using a combination of Salesforce (our internal database), the web, LinkedIn and many other tools, identify where Frontstream tools can be of service to a new or existing client. We will work with you to develop skills to hunt strategically, not blindly

Smile, Dial, Repeat: Part of this job is not glamorous but it pays the bills...we need you to hit the phones hard at times to help us identify prospects for our best-in-class solutions. No sales job is without this though so know upfront this is part of the position

Communication and Writing Skills: You will be sending a lot of customized emails in this position to all sorts of prospects and clients. We want someone who is comfortable putting together a competent message that will compel someone to want to learn more about what you have to offer. If you have ever done any content marketing, this could be a great opportunity for you

Adaptable: We need someone comfortable with change...if something is not working we will pivot until it is

Answer Seeker: Individuals who do not wait for answers tend to succeed the most in sales. Being aggressive with finding answers to both your questions and your prospects questions will set you apart from sales reps who wait for the right time to bring something up



Requirements:

- Basic understanding of Microsoft Office and its Features
- Undergraduate Degree
- Self-Starter
- Positive attitude...comfortable with failure

The company is headquartered in Reston, VA and has offices in Cambridge, MA, Lancaster, PA, Toronto, ON and West Melbourne, VIC, Australia.

Interested candidates should send resume, references and salary history to: careers@frontstream.com with “**Business Dev Rep**” in the subject line. No phone calls please.

FrontStream is an equal opportunity employer. The successful applicant will have proven eligibility to work in the United States.